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Information

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LIST OF PUBLICATIONS

FARMER COOPERATIVE SERVICE
U.S. DEPARTMENT OF AGRICULTURE

**United States Department of Agriculture
Farmer Cooperative Service
Washington, D.C. 20250**

The Farmer Cooperative Service issues publications explaining the activities and aims of the farmer cooperatives of this country. These publications point out how farmers can make good use of marketing, farm supply, and farm business service cooperatives. They report the results of research studies made by the Service, and they provide background and information for educational uses.

Compiled by Marjorie B. Christie
Division of Information

Information 4
Revised—June 1971

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This Information 4 lists publications by series numbers and by subject matters. For a description of each publication, its author, and year issued, see pages 9 through 55. The following series have been discontinued: Bulletins, Circulars, Educational Aids, Educational Circulars and General Reports. Information series will be continued. A new series, Research Report, has been started.

Numerical List of Available Publications by Series

You may obtain a limited number of copies of most publications listed from Publications, Farmer Cooperative Service, U.S. Department of Agriculture, Washington, D.C. 20250.

If you order several publications, please mark this numerical list. Then tear out these *perforated* pages and send them in to have your order filled.

Bulletins

1. Farmer cooperatives in the United States (revised 1965)
 - Bulletin Reprint 1—Grain cooperatives
 - Bulletin Reprint 2—Supply cooperatives
 - Bulletin Reprint 3—Basic cooperative features
 - Bulletin Reprint 4—Agricultural cooperation—pioneer to modern
 - Bulletin Reprint 5—Communications vital to cooperatives
 - Bulletin Reprint 7—Transportation services vital
 - Bulletin Reprint 8—Poultry and egg cooperatives
 - Bulletin Reprint 9—Service cooperatives
6. Pricing milk according to use
7. Using gin machinery more effectively
9. Meeting seasonal problem of dairy cooperatives through education
14. Criteria for evaluating dairy cooperatives

(This series discontinued. Last number is 14.)

Circulars

13. Glades Livestock Market Association—a Florida operation
16. Ways to improve livestock auctions in the Northeast
21. Retirement plans of farmer cooperatives
26. How manufacturing co-ops market Grade A milk
28. A look at agricultural cooperatives in India
29. SWIG—Southwestern Irrigated Cotton Growers Association, El Paso, Texas
31. Helping farmers build cooperatives—the evolution of Farmer Cooperative Service
33. Cotton marketing cooperatives on the South Plains of Texas: Services and benefits

(This series discontinued. Last number is 33.)

Educational Aids

5. Cooperatives in the American private enterprise system
6. The director's role in member relations of a cooperative
8. Ways farmers do business
9. Cooperatives and their business neighbors

(This series discontinued. Last number is 9.)

Educational Circulars

17. Managing farmer cooperatives
18. How to start a cooperative
20. Identifying the need for forestry associations
21. Assuring democratic election of cooperative directors
22. Creating training programs for cooperative directors
23. Using cooperative directors to strengthen member relations
24. What cooperative members should know
25. Directors of cooperatives and their wives—a good team
26. Recognizing the ideal cooperative director
27. Should cooperatives tighten membership requirements?
28. Outdoor recreation—a new potential for cooperation
29. Effective information devices for cooperatives
30. Strengthening cooperative member interest and support
31. Guidelines for organizing and operating wool marketing pools
32. Organizing and conducting cooperatives' annual meetings
33. Cooperatives in agribusiness

(This series discontinued. Last number is 33.)

General Reports

29. Farmer meat packing enterprises in the United States
30. How do members use a co-op paper?
32. Methods of financing farmer cooperatives
61. Integrated operations . . . Hamilton Farm Bureau Co-operative
62. Employee incentive plans in farmer cooperatives
64. Cooperative country elevators in Montana
65. Management training among farmer cooperatives
67. Pooling and other grower payment methods as used by local fruit, vegetable, and tree nut cooperatives
78. Bylaw provisions for selecting directors of major regional farmer cooperatives
79. Pendleton Grain Growers . . . an integrated cooperative
80. La Coopérative Fédérée De Québec—integrated and multi-purpose operations
81. Membership practices of local cooperatives
82. Liquid nitrogen distribution by local cooperatives in Nebraska and Kansas
83. Directors of regional farmer cooperatives—selection, duties, qualifications, performance
85. Director committees of farmer cooperatives
91. What influences off-farm grain sales in Missouri
92. Farm supply operations of cooperative gins and elevators in Texas
94. Rural credit unions in nine Midwestern and Great Plains States
95. Liquid fertilizer distribution by local cooperatives in the Pacific Northwest
96. A livestock market is born
97. Exploring communication processes in a farmer cooperative—a case study
98. Livestock marketing cooperatives in California—their progress, policies, and operating methods
99. Mobile feed milling by cooperatives in the Northeast
101. Transportation and handling of seed by regional cooperatives in the Southeast
104. Employee incentive plans of farmer cooperatives—case studies
105. How the Revenue Act of 1962 affects farmer cooperatives
108. Oklahoma cotton cooperatives
110. Trends in growth of farmer cooperatives, 1950-60
111. How the adjustable revolving fund capital plan works
120. Improving management of farmer cooperatives
121. Motortruck operating costs of farmer cooperatives
122. Cooperative bulk fertilizer blending in the Midwest
123. Cooperative bargaining by farmers—a selected bibliography

126. Liquid pesticide—formulation and distribution by two southern cooperatives
127. Wool pools—organization, practices, services, and problems
129. Cooperative marketing of nonfat dry milk to commercial outlets
131. Rural credit unions of the United States
133. Financial structure of regional farmer cooperatives
135. The PCA cooperative-patron credit plan
136. Operations of local feed and supply bargaining cooperatives in Illinois, 1959–1964
137. Methods and policies used in making patronage refunds by selected farmer cooperatives
139. An appraisal of frozen food locker and freezer provisioning cooperatives
140. Handbook on major regional cooperatives handling supplies, 1964 and 1965
141. Collective bargaining for poultry feed prices—California
142. Inventory control and valuation practices of local cooperative grain elevators
144. Owning or leasing covered hopper cars by farmer cooperatives
145. Transportation factors in marketing soybeans, cottonseed, and their products, 16 selected cooperatives
146. Possibilities for cooperative procurement of containers of fruit and vegetable processing cooperatives
147. Changing productivity and efficiency of frozen food locker cooperatives

(This series discontinued. Last number is 147.)

Research Reports

2. Motortruck operated by farmer cooperatives—number, type, operating characteristics—January 1, 1967
3. Procurement of containers by cooperative fresh fruit and vegetable packers
4. Central cotton ginning—comparative costs, use in other countries, and potential use in the United States
6. Shipment specifications for Florida fresh citrus fruit
7. How farm marketing cooperatives return savings to patrons
8. Results and methods of four mergers by local supply co-ops
9. Reducing cooperative cotton ginning costs in Oklahoma: three suggested ways
10. Financial structure of farmer cooperatives
12. A supply cooperative—as farmers see it
13. Livestock cooperatives in the southeast
14. Changes in production and performance of frozen food locker cooperatives with and without slaughtering facilities

15. Changes in market organization and practices of the potato industry—Hastings, Florida, 1958—68
16. Statistics of farmer cooperatives, 1968—69
17. Potential for reducing cooperative cotton ginning costs in Arkansas, consolidation, central ginning, vertical coordination
18. Communications and training in local supply co-ops
19. Cooperative bargaining developments in the dairy industry

Information Series

4. List of FCS publications—revised June 1971
6. “Mr. Chairman --”
8. Farmer cooperatives and the community
10. Planned public relations—in modern cooperative business
11. Some facts about fruit and vegetable bargaining
12. Suggested steps for improved member relations
13. Making your membership publication do the job
14. Motortruck leasing by farmer cooperatives
17. School-related activities of farmer cooperatives
18. Recent developments in farmer cooperative meat packing and processing
19. Keys to effective rural credit unions
20. The rural credit union—a place to save and borrow
21. Providing equitable treatment for large and small members
22. State statutes authorizing assistance to farmer cooperatives
27. Credit—an aid to freezer provisioners
28. Safety-checking livestock handling facilities
29. Stepping stones to good member relations
32. Making member relations succeed
33. Safety-checking livestock trucking to reduce loss and damage
34. What are patronage refunds?
35. 20 years’ progress of Au Sable Forest Products Association
39. Handling net margins under the new tax law
41. Improving farmers’ income through cooperative bargaining
42. The Romney Federal Credit Union and its contributions to the community
43. Increasing the marketing strength of farmers
44. Extent of traffic management in farmer cooperatives
45. Safety-checking handling practices to reduce livestock losses
47. Adjusting farm supply cooperatives to member needs in the 1970’s
49. Did you know?
54. Approaches and problems in merging cooperatives
56. Cooperative feedlots for cattle in the Southeast
57. The cooperative approach to outdoor recreation
58. Controlling motortruck operating costs of farmer cooperatives

59. Farmer co-ops—what are they?
61. Filing rail grain loss claims
62. Cooperatives—now and in the future (Revised)
63. Legal implications in coordinating activities of bargaining associations
65. Cooperatives—distinctive business corporations
66. Sample legal documents—Part I (Legal Phases of Farmer Cooperatives)
67. What are cooperatives? (Also in Spanish—67-S)
68. Guidelines for cooperative alfalfa dehydrating plants
69. Federal income taxes—Part II (Legal Phases of Farmer Cooperatives)
70. Antitrust laws—Part III (Legal Phases of Farmer Cooperatives)
71. What co-op directors do (Also in Spanish—71-S)
72. Members make co-ops go (Also in Spanish—72-S)
73. Measuring co-op directors (Also in Spanish—73-S)
74. Manager holds an important key to co-op success (Also in Spanish 74-S)
75. Growth of cottonseed and soybean processing cooperatives
76. Your rural credit union
77. Recruiting, training, and developing workers for farmer co-operatives
78. The cooperative approach to crafts
79. Using co-op members' money
80. Opportunities in the co-op business world—a leaders program for youth

Marketing Research Reports

247. Losses of livestock in transit in Midwestern and Western States
258. Business management of frozen food locker and related plants
261. Causes of losses in trucking livestock
345. Analysis of returns and practices of Florida fresh citrus sales organizations
346. Handling conditions and practices causing bruises in cattle
386. Baling cotton at gins—practices and costs, flat standard—high density bales
437. Controlling protein level of meal production at cottonseed oil mills
447. Loss and damage in handling and transporting hogs
449. Economics of grain drying at Kansas local elevators
470. Effects of electric rates on power expenses of cotton gins (Arkansas, Oklahoma, and Texas)
487. Economic considerations in marketing sweetpotatoes from the eastern shore of Virginia
510. Livestock pooling—improved marketing through grading and commingling

- 520. Power expenses of cotton gins—by types of power—
Arkansas, Oklahoma, Texas
- 544. Losses from handling sheep and lambs
- 552. Why egg handling costs vary
- 565. Feeder cattle pooling
- 566. Feeder pig pooling
- 614. Economic aspects in marketing Florida avocados
- 615. Veal calf pooling—improved marketing through grading and
commingling
- 640. Costs of ginning cotton by cooperatives at single-gin and
two-gin plants, California and Texas, 1962
- 682. Marketing Virginia white potatoes—buyers' preferences and
practices
- 685. Economics of flat grain storage facilities in Kansas
- 720. Economics of delinting cottonseed to low residual linters at
oil mills
- 736. Costs of using cotton basket storage systems—California and
Texas
- 764. Pooling by Florida citrus cooperatives following the 1962
freeze
- 766. Losses in transporting and handling grain by selected grain
marketing cooperatives
- 799. Costs of drying and storing rice in Louisiana and Texas
- 826. Coordinated marketing programs of selected fruit and
vegetable cooperatives

Other

- Agricultural Handbook 220, Management accounting for frozen
food locker and related plants
- Agricultural Information Bulletin 275, Farmer cooperatives . . .
farm business tools (Revised 1970)
- Indexes—News for Farmer Cooperatives, Volumes 8-16 April
1941—March 1950. 33 pp. Volumes 17, 18, 19, 20,
21, 22, 23, 24, 25, 26, 27-28 and 29-34

Reprints from News for Farmer Cooperatives

- 149. Some reasons why farmer co-ops fail
- 200. When members talk . . .
- 208. Mergers for stronger cooperatives
- 254. Director and management teamwork means cooperative
progress
- 255. Farmer cooperatives—what they are and what they are not
- 261. FGDA—and youth have say
- 262. 50 years of cooperative progress linked with USDA research
- 270. USDA policy statement on cooperatives
- 274. Ways for cooperatives to work together
- 276. Given half a chance . . .
- 292. Does your co-op need informed patrons?

296. Milestones in helping farmers build cooperatives
300. Word cooperative—A world rallying point
302. Opportunities probed for forestry-based associations
307. Cooperative criteria
312. Mississippi farmers helping themselves with machinery co-operatives
315. Cooperatives' future rests on youth education
316. Bargaining cooperatives look to the future
317. Cooperative trends show progress
318. Forest Owners, Inc., markets and manages
320. Landmarks in Farmer Cooperative Service growth
321. Mississippi cooperatives on the move
326. Cooperatives—links in progress abroad
328. Tax laws changed on capital retains
330. Wool gathering—and marketing—by North Central
332. Any corporation can achieve a tax status comparable to cooperatives
333. Let's get more mileage from refunds
337. What directors expect of managers
338. Today's market: A climate of opportunity
339. A decade of growth for Cal Can
342. Norbest's tender timer in time for Thanksgiving
345. CPA's training equals MS in agribusiness
346. Outdoor recreation—why the cooperative approach?
347. Before co-ops—and after
348. Questions to answer before deciding to merge
350. Forest Service furnishes leadership
351. Indians use co-op idea to move up
355. Articles on forestry cooperatives
357. Co-op cattle feeding in Southeast—facts for decision making
358. Cooperative business continues upward surge.
359. FAO uses co-op package program.
362. Do regional marketing co-ops operate at cost?
363. Co-ops, a tool to improve and market crafts
364. Employee relations need careful tilling
366. New hope springs from grass roots crafts
367. Cooperative business trend still up (1967-68)
368. How much cash do regional marketing co-ops refund?
369. The co-op sixties—stepping stones for the seventies
370. Sun-Maid moves to adjustable capital plan
371. Business citizenship of the 70's
372. Changing transportation in grain marketing
373. Seven steps to meet challenge of seventies
374. A share-the-know-how program
375. Can cooperatives serve large young farmers in the seventies?
376. Communicating capital needs to members
377. Farmer cooperatives again increase business volume
378. Agway has a system approach to chores
379. RFD stands for rural development

Cooperation in General

Basic Material

Farmer Cooperatives in the United States. FCS Bulletin 1, 1965. 374 pp.

Gives status in the sixties of all types of agricultural cooperatives in the United States and also historical background. Of particular interest to those wanting a general picture of farmer cooperatives. (Not available free to high school students.)

(Bulletin 1 reprints described under appropriate subject matter heads)

Basic Cooperative Features. By Joseph G. Knapp. Bulletin 1 Reprint 3. 11 pp.

Gives special emphasis to basic principles in cooperatives.

Agricultural Cooperation—Pioneer to Modern. By Martin A. Abrahamsen. Bulletin 1 Reprint 4. 28 pp.

Discusses history of cooperative activities by six periods: 1800-1870, a period of experimentation; 1870-1890, encouragement by general farm organizations; 1890-1920, organization of many cooperatives; 1920-1933, expansion in commodity marketing; 1933-1945, emphasis on sound business; and 1945-1963, adjustment to change.

Helping Farmers Build Cooperatives—The Evolution of Farmer Cooperative Service. By Martin A. Abrahamsen and Andrew W. McKay. Circular 31, 1962. 82 pp.

Highlights history of work of U.S. Department of Agriculture with and for farmer cooperatives.

Antitrust Laws. Part III—Legal Phases of Farmer Cooperatives, Information 70, 1970. 99 pp.

Gives clearly the attitude of the courts toward early cooperative efforts in this country and the legal background with respect to monopolies and restraint of trade.

What Are Cooperatives? By C. H. Kirkman, Jr. Information 67, 1970. Also in Spanish, 67-S

Booklet-type publication which shows with illustrations how cooperatives are voluntary business organizations formed by people.

Cooperatives Now and in the Future. (Revised) By Martin A. Abrahamsen. Information 62, 1969. 22 pp.

Examines status of cooperatives today, seeks to identify trends that explain how these associations reached their present position, then provides the basis for guidelines to pinpoint developments in the making.

Farmer Co-ops—What Are They? Information 59, 1968. 6-fold.

Briefly describes farmer cooperatives. Primarily an introduction for students and the public to what these farmer-owned businesses do.

Did You Know? Information 49, 1965. 8 pp.

Briefly sketches facts and figures on cooperatives in the United States, what they are, and what use farmers make of them.

What Are Patronage Refunds? By Kelsey B. Gardner. Information 34, 1963. 15 pp.

Discusses patronage refunds and their relationship to the cooperative concept and points out need for more research on various aspects of cooperatives.

State Statutes Authorizing Assistance to Farmer Cooperatives. By Raymond J. Mischler and John F. Donoghue. Information 22, 1961. 22 pp.

Cites and summarizes by States their statutes authorizing or requiring that various agencies provide aid and assistance to farmer cooperatives. Information restricted to citations of statutes clearly pertaining to farmer cooperatives.

List of FCS Publications. Information 4, revised June 1971. 59 pp.

Carries available publications by subject, by number, and by series.

Farmer Cooperatives . . . Farm Business Tools. By Beryle Stanton. Agricultural Information Bulletin 275, Revised 1970. 73 pp.

Explains, with examples, how farmers use cooperatives, how they have developed, and how they contribute to the general welfare.

Cooperatives in Agribusiness. Coordinated by Irwin W. Rust. Educational Circular 33, 1968. 60 pp.

Contains basic cooperative background. Produced for high schools and junior colleges. Explains what a cooperative is—organization, financing, and operation. Discusses various rural consumer and cooperatives' effects. Touches on career opportunities.

Cooperative Marketing Act Anniversary. News for Farmer Cooperatives, July 1966. 20 pp.

Highlights 40th anniversary of Cooperative Marketing Act of 1926 and shows how work in U.S. Department of Agriculture has helped cooperatives make progress since passage of the Act.

Seven Steps to Meet Challenge of Seventies. By William E. Black. Reprint 373, 1970. 4 pp.

Tells of the seven different ways in which cooperatives can survive in a decade of severe change.

Business Citizenship of the 70's. By William F. Allewelt, Jr. Reprint 371, 1970. 2 pp.

Shows how cooperatives must function to focus attention on new and special challenges that changes in agriculture are creating. (Reprinted from June 1970 News for Farmer Cooperatives)

The Co-op Sixties—Stepping Stones for the Seventies. By Martin A. Abrahamsen. Reprint 369, 1970. 4 pp.

Benchmarks in cooperative development for the future and comparison statistics. (Reprinted from March 1970 News for Farmer Cooperatives)

Landmarks in Farmer Cooperative Service Growth. By Martin A. Abrahamsen. Reprint 320, 1966. 1 p.

Lists landmarks in history, beginning with 1926 and ending in 1966, that encouraged development of Farmer Cooperative Service. (Reprinted from August 1966 News for Farmer Cooperatives.)

Cooperative Criteria. By Joseph G. Knapp. Reprint 307, 1965. 1 p.

Discusses basic standards on which sound cooperatives should organize and operate. (Reprinted from September 1965 News for Farmer Cooperatives.)

Milestones in Helping Farmers Build Cooperatives. Reprint 296, 1965. 2 pp.

Sets forth chronologically events that shaped the future for

farmers in helping them build cooperatives. (Reprinted from October 1964 News for Farmer Cooperatives.)

Does Your Cooperative Need Informed Patrons? By Ora V. Callahan. Reprint 292, 1965. 4 pp.

Gives information on how to fashion an educational program to increase interest among young farmers in their cooperatives. Results of a survey conducted in Indiana. (Reprinted from March 1965 News for Farmer Cooperatives.)

USDA Policy Statement on Cooperatives. Reprint 270, 1963. 1p.
Quotes from Secretary's memorandum No. 1540 of July 9, 1963. (Reprinted from September 1963 News for Farmer Cooperatives.)

50 Years of Cooperative Progress Linked With USDA Research. By J. K. Samuels. Reprint 262, 1963. 4 pp.

Interweaves beginning and development of Apple Growers Association, Hood River, Oreg., and Farmer Cooperative Service, USDA. Describes co-op legislation occurring during the period and accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

Farmer Cooperatives—What They Are and What They Are Not. By Marvin A. Schaars. Reprint 255, 1963. 8 pp.

First presents Mr. Schaars' views on what a cooperative is and then what it is not to give a clearer picture of these farmer businesses. (Reprinted from March 1963 News for Farmer Cooperatives.)

Some Reasons Why Farmer Co-ops Fail. Reprint 149, 1958. 12 pp.
Contains several articles from the News for Farmer Cooperatives on reasons for cooperative failures and ways to avoid such failures.

Bargaining

Cooperative Bargaining Developments in the Dairy Industry. By Ronald D. Knutson. Research Report 19, 1971. 52 pp.

Describes growth, development and effectiveness of dairy bargaining cooperatives from 1960-1970. Lists and analyzes requirements for effective bargaining.

Operations of Local Feed and Supply Bargaining Cooperatives in Illinois, 1959-64. By R. J. Mutti and L. J. McGinnis. General Report 136, 1966. 40 pp.

Based on an analysis of information received in interviews with 37 members selected at random from 12 local nonstock

bargaining cooperatives operating in Illinois in 1963 and 1964.

Legal Implications in Coordinating Activities of Bargaining Associations. By David Volkin, Information 63, 1969. 14 pp.

Discusses legal implications in coordinated efforts of bargaining associations.

Shipment Specifications for Florida Fresh Citrus Fruit. By Fred Hulse and Phillip Brown. Research Report 6, 1969. 50 pp.

Tells how citrus cooperatives in Florida increased sales with a coordinated sales organization.

Collective Bargaining for Poultry Feed Prices—California. By D. B. DeLoach and J. A. Maetzold. General Report 141, 1967. 37 pp.

Describes and analyzes development, present structure, operating practices, and accomplishments of feed bargaining groups and associations in California.

Cooperative Bargaining by Farmers—A Selected Bibliography. By Wendell M. McMillan. General Report 123, 1964. 16 pp.

Lists 208 reference items on the general topic of cooperative bargaining by farmers.

Improving Farmers' Income Through Cooperative Bargaining. By Wendell M. McMillan. Information 41, 1963. 20 pp.

Defines cooperative bargaining and then discusses methods of bargaining power and growth of bargaining cooperatives generally.

Some Facts About Fruit and Vegetable Bargaining Co-ops. By Wendell M. McMillan. Information 11, 1959. 14 pp.

Outlines objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms.

Cooperative Month

Report on 1970 Co-op Month Activities January '71

Resume of National and State activities.

Reports on 1969 Co-op Month Activities December '69 and January '70.

Resumes of National and State activities and picture pages of Exhibit in Patio of U.S. Department of Agriculture.

Advance stories on October Co-op Month Celebration.

Publicity by cooperative leaders and others on Co-op Month

1970 celebration. September and October 1970 News for Farmer Cooperatives.

Co-ops A Tool to Improve and Market Crafts. Reprint 363 from News for Farmer Cooperatives.

A collection of articles and pictures to tell the value of crafts both to the craftsman and visitors to the Co-op Month exhibits. (Reprinted from various issues of News for Farmer Cooperatives in 1968 and 1969).

Economic Integration

La Coopérative Fédérée De Québec—Integrated and Multipurpose Operations. By L. B. Mann. General Report 80, 1960. 24 pp.

Case study shows how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses impacts of integration on production practices, marketing methods, and contractual arrangements.

Pendleton Grain Growers... An Integrated Cooperative. By Beryle Stanton. General Report 79, 1960. 64 pp.

Reports on integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Integrated Operations . . . Hamilton Farm Bureau Cooperative. By Martin A. Abrahamsen. General Report 61, 1959. 22 pp.

Case study on the integration process as it has been developed by a local association. Discusses impacts of integration on production practices and marketing methods.

Integrated Petroleum Operations Through Farmer Cooperatives, 1950 and 1957. By Anne L. Gessner and J. Warren Mather. General Report 58, 1959. 18 pp.

Discusses principal integrated functions in terms of retail and wholesale distribution, refining and manufacturing, crude oil production and purchasing, and transportation. Also summarizes data on cooperative petroleum operations and the extent of integration of such operations.

Coordinated Marketing Programs of Selected Fruit & Vegetable Co-ops. By Richard Berberich. Marketing Research Report 826, 1968. 34 pp.

Describes development, organizational characteristics, and operative methods of coordinated marketing. Shows how this method of marketing adds volume and cuts costs for cooperatives.

Financing

Financial Structure of Farmer Cooperatives. By Nelda Griffin. Research Report 10, 1970. 98 pp.

Supplies detailed financial data for all farmer marketing, supply, and related service cooperatives in the United States that were listed with Farmer Cooperative Service when the study was made.

How Farm Marketing Cooperatives Return Savings to Patrons. By Donald R. Davidson. Research Report 7, 1970. 81 pp.

Study of 107 marketing regionals contacted refutes charge that farmer-owned marketing concerns are drifting away from the service-at-cost principle, really differ little from noncooperative businesses in returning savings.

Using Co-op Members' Money. By C. H. Kirkman. Information 79, 1971. 16 pp.

Describes basic co-op information about co-op money, explains that the more the money is used, the better it is for the co-op and its members.

Methods and Policies Used in Making Patronage Refunds by Selected Farmer Cooperatives. By Donald R. Davidson. General Report 137, 1966. 22 pp.

Provides information to help members and patrons better understand patronage refunds made by cooperatives. Tells how 18 regional cooperatives handle their patronage refunds and explains problems involved.

The PCA Cooperative-Patron Credit Plan. By French M. Hyre. General Report 135, 1966. 12 pp.

Provides information on PCA cooperative-patron credit plan. Of interest to anyone wishing additional information on organization, operation, and use of this relatively new type credit program.

Financial Structure of Regional Farmer Cooperatives. By Nelda Griffin. General Report 133, 1966. 56 pp.

Provides detailed information on financial structure of 448 regional cooperatives for fiscal year ending 1962. Covers kinds and amounts of equity capital, sources and amounts of borrowed capital, and distribution of net savings made by cooperatives.

Financial Structure of Regional Farm Supply Cooperatives. By Nelda Griffin. General Report 124, 1965. 61 pp.

Provides detailed information on 105 regional farm supply cooperatives for fiscal years ending in 1962. Covered are

financial structure, kinds and amounts of equity capital, sources and amounts of borrowed capital, and distribution of net savings made by cooperatives.

Broiler and Turkey Feed Financing by Cooperatives. By George C. Allen and Charlie B. Robbins. General Report 118, 1963. 39 pp.
A study of broiler and turkey feed financing programs of nine regional farm supply cooperatives for business years 1956-62. Describes programs used and includes suggestions for improving existing programs or introducing such feed financing plans.

How the Adjustable Revolving Fund Capital Plan Works. By Nelda Griffin. General Report 111, 1963. 8 pp.
Tells how the Internal Revenue Act of 1962 affects the operation of the adjustable revolving fund capital plan used by many farmer cooperatives.

Methods of Financing Farmer Cooperatives. By Helim H. Hulbert, Nelda Griffin, and Kelsey B. Gardner. General Report 32, 1958. 56 pp.
Presents results of a survey of nearly 1,200 farmer cooperatives on how they finance their operations. Also gives some national estimates projected from this survey.

How Much Cash Do Regional Marketing Co-ops Refund? By Donald R. Davidson. Reprint 386, 4 pp.
Explains how marketing of farm products cooperatively results in net margins. That these are called patronage refunds when they are returned to the farmer in proportion to the use he makes of his cooperative. Reprinted from November 1969 News for Farmer Cooperatives.

Sun-Maid Moves To Adjustable Capital Plan. By Allen F. Mather. Reprint 370, 1970. 4 pp.
A case-study account of the transition made from traditional revolving fund method of financing to a capital requirement plan at Sun-Maid Raisin Growers of California. Reprinted from May 1970 News for Farmer Cooperatives.

Communicating Capital Needs to Members. By Melvin E. Sims. Reprint 376, 1970. 4 pp.
Gives ideas on how to communicate with members capital needs of the co-op. Stresses the need for cooperation between co-ops and members on adequately supplying capital needs.

Let's Get More Mileage From Refunds. By Donald R. Davidson. Reprint 333, 1967. 3 pp.

Defines patronage refunds, discusses methods of computing them and procedures cooperatives use to distribute these refunds, explains the effect of pooling on patronage refunds, and discusses problems and possibilities of refunds. (Reprinted from April 1967 News for Farmer Cooperatives.)

Tax Laws Changed on Capital Retains. By David Volkin and D. Morrison Neely. Reprint 328, 1967. 4 pp.

Explains effect of 1966 changes in Federal income tax law on marketing cooperatives that use per-unit retains from patrons to acquire capital. Suggests sample forms of consent agreements to be included in a cooperative's bylaws. (Reprinted from March 1967 News for Farmer Cooperatives.)

History and Statistics

Statistics of Farmer Cooperatives, 1968-69. By Richard M. Ackley. Research Report 16, 1970. 29 pp.

Reports on annual survey of marketing, farm supply and related service cooperatives by geographic location, commodity, and functional type.

Trends in Growth of Farmer Cooperatives, 1950-60. By Anne L. Gessner and Kelsey B. Gardner. General Report 110, 1963. 24 pp.

Describes how values of cooperative marketings have increased faster since 1954 than agricultural marketings of all farmers—and how farmers' purchases of supplies and equipment through cooperatives increased faster since 1952 than such expenditures for all farmers.

Cooperative Business Continues Upward Surge. By Bruce L. Swanson. Reprint 358, 1969. 4 pp.

Gives results of yearly survey of business growth of cooperatives, supplies purchased, and products marketed through cooperatives. (Reprinted from March 1969 News.)

Agricultural Cooperation—Pioneer to Modern. By Martin A. Abrahamsen. Bulletin 1, Reprint 4. 28 pp.

Discusses history of cooperative activities by six periods: 1800-1870, a period of experimentation; 1870-1890, encouragement by general farm organizations; 1890-1920, organization of many cooperatives; 1920-1933, expansion in commodity marketing; 1933-1945, emphasis on sound business; and 1945-1963, adjustment to change.

Cooperatives—Now and in the Future. By Martin A. Abrahamsen. Information 62, 1969 (Revised). 12 pp.

Examines status of cooperatives today, seeks to identify

trends that explain how these associations reached their present position, then provides the basis for guidelines to pinpoint developments in the making.

Farmer Cooperatives Again Increase Business Volume. By Richard M. Ackley. Reprint 377, 1970. 4 pp.

Provides results of yearly survey on business growth and volume of cooperatives. (Reprinted from October 1970 News for Farmer Cooperatives.)

The Co-op Sixties—Stepping Stones for the Seventies. By Martin A. Abrahamsen. Reprint 369, 1970. 4 pp.

Benchmarks in cooperative development for the future and comparison statistics. (Reprinted from March 1970 News for Farmer Cooperatives.)

Cooperative Business Trend Still Up. By Bruce L. Swanson. Reprint 367, 1969. 4 pp.

A graphic look at the cooperative business trend in the United States, where and why changes occur in various sections of the country. (Reprinted from October 1969 News for Farmer Cooperatives.)

Before Co-ops—and After. By M. H. Crouch. Reprint 347, 1968. 2 pp.

Tells how far co-ops have come in this country and some of the good they have accomplished. (Reprinted from February 1968 News for Farmer Cooperatives.)

Cooperative Trends Show Progress. By Martin A. Abrahamsen. Reprint 317, 1966. 2 pp.

Compares growth trends of farmer cooperatives in the early 1950's with midsixties trends. Shows total business done by cooperatives in various commodity fields, compared with total U.S. business in these fields. (Reprinted from May 1966 News for Farmer Cooperatives.)

Cooperative Marketing Act Anniversary. News for Farmer Cooperatives, July 1966. 20 pp.

Recognizes the 40th anniversary of the Cooperative Marketing Act of 1926 and shows how work in the U.S. Department of Agriculture has helped cooperatives make progress since passage of the Act.

Mergers

Results and Methods of Four Mergers By Local Supply Co-ops. By James E. Haskell. Research Report 8, 1970. 46 pp.

Presents results of a study of four mergers and a description of each. Tells both advantages and disadvantages, plus problems encountered in the mergers.

Legal Implications in Coordinating Activities of Bargaining Associations. By David Volkin. Information 63, 1969. 33 pp.

Discusses legal implications in coordinated efforts of bargaining associations to improve returns to members through economies of scale and greater bargaining power.

Approaches and Problems in Merging Cooperatives. By Martin A. Abrahamsen and J. Warren Mather. Information 54, 1966. 31 pp.

Gives specific suggestions on problems often encountered and steps to take to effect a merger.

Questions to Answer Before Deciding to Merge. By E. V. Stevenson. Reprint 348, 1968. 4 pp.

Presents points to be considered in the process of merging, and what lies ahead when the merger is complete. (Reprinted from April and May 1968 News for Farmer Cooperatives.)

Ways for Cooperatives To Work Together. By Dale E. Butz. Reprint 274, 1963 and 1964. 8 pp.

Covers such techniques as cooperation with and among cooperatives, working agreements, and mergers. (Reprinted from October 1963, December 1963, and February 1964 News for Farmer Cooperatives.)

Mergers for Stronger Cooperatives. By staff of Farmer Cooperative Service and the Office of the General Counsel, U.S. Department of Agriculture. Reprint 208, 1961. 24 pp.

Contains series of articles from April and May 1961 News for Farmer Cooperatives on problems and possibilities of mergers.

Organizing

Identifying the Need for Forestry Associations. By Clyde B. Markeson. Educational Circular 20, 1965. 6 pp.

Provides a guide for State Forestry-based Cooperative Advisory Groups, State Technical Action Panels, and others to use in helping form associations of woodland owners or primary processors of forest products. Outlines steps involved and important things to consider in organizing a cooperative.

How to Start a Cooperative. Educational Circular 18, 1965. 18 pp.
A relatively simple guide to groups interested in a step-by-step approach to organizing a cooperative.

The Cooperative Approach to Crafts. By William R. Seymour. Information 78, 1971. 30 pp.

Provides guidelines as well as important steps to be taken by those interested in developing a successful cooperative enterprise.

Sample Legal Documents. Part I of Legal Phases of Farmer Cooperatives. Information 66, 1970. 45 pp.

Contains samples of forms and legal documents that are normally needed in organizing and operating a cooperative. Includes a reproduction of the Capper-Volstead Act.

Rural Development

Outdoor Recreation a New Potential for Cooperation. By Clyde B. Markeson and Job K. Savage. Educational Circular 28, 1966. 9 pp.

Discusses merits of cooperative action in establishing recreation facilities. Outlines assistance available from U.S. Department of Agriculture in developing outdoor recreation enterprises.

Identifying the Need for Forestry Associations. By Clyde B. Markeson. Educational Circular 20, 1965. 6 pp.

Provides a guide for State Forestry-based Cooperative Advisory Groups, State Technical Action Panels, and others to use in helping form associations of woodland owners or primary processors of forest products. Outlines steps involved and important things to consider in organizing a cooperative.

Farmer Co-ops—What Are They? Information 59, 1968. 6-fold.

Briefly describes farmer cooperatives. Primarily an introduction for students and the public to what these farmer-owned businesses do.

The Cooperative Approach to Outdoor Recreation. By Wm. R. Seymour. Information 57. 12 pp.

Describes recreation co-ops by type. Lists advantages and requirements for success. Also deals with co-op objectives and economic feasibility, financing and management of a co-op.

RFD Stands for Rural Development. By Royce Jordan and Raymond Williams. Reprint 379, 1970. 2 pp.

Describes efforts of North Carolina Rural Fund for Development's efforts to help rural communities help themselves. (Reprinted from August 1970 News for Farmer Cooperatives.)

20 Years' Progress of Au Sable Forest Products Association. By Eliot W. Zimmerman and Clyde B. Markeson. Information 35, 1963. 29 pp.

Discusses history and organization features of the cooperative and appraises its accomplishments. Includes fundamental principles needed to successfully operate timber marketing associations.

Articles on Forestry Cooperatives. By staffs of Farmer Cooperative Service, Forest Service and others in Department of Agriculture. Reprint 355, 1962, 1965, and 1968. 16 pp.

Contains series of articles from September 1962, July and December 1965, and May and June 1968 News for Farmer Cooperatives.

Forest Service Furnishes Leadership. By Edward P. Cliff. Reprint 350, 2 pp.

Explains how timber owners can work with Forest Service in forming co-ops to market their prime timber. (Reprinted from May 1968 News for Farmer Cooperatives.)

Outdoor Recreation—Why the Cooperative Approach? Reprint 346, 4 pp.

Explains how co-ops can provide an approach for obtaining larger land area and other resources needed for rural recreation facilities. Reprinted from June 1967 and February 1968 News for Farmer Cooperatives.

Forest Owners, Inc., Markets and Manages. By Beryle Stanton. Reprint 318, 1966. 4 pp.

Describes operations of Forest Owners, Inc., Yazoo City, Miss. This cooperative provides a two-way service—giving woods good care in the management stage and marketing products as effectively as possible. (Reprinted from the June 1966 News for Farmer Cooperatives.)

Opportunities Probed for Forestry-Based Associations. By Clyde B. Markeson. Reprint 302, 1965. 4 pp.

Resume of conference of State Forestry-Based Cooperative Advisory Groups at Princeton, W. Va. Gives points on potentials and possibilities for such associations. (Reprinted from July 1965 News for Farmer Cooperatives.)

Crafts

The Cooperative Approach to Crafts. By William R. Seymour. Information 78, 1971. 30 pp.

Provides guidelines as well as important steps to be taken by those interested in developing a successful cooperative enterprise.

New Hope Springs From Grass Roots Crafts. By William R. Seymour. Reprint 366, 1969. 2 pp.

Tells the story of the Grass Roots Craftsmen of the Appalachian Mountains in Eastern Kentucky. (Reprinted from August 1969 News for Farmer Cooperatives.)

Co-ops a Tool To Improve and Market Crafts. Reprint 363, 1969. 20 pp.

Group of stories regarding the economic value of crafts to people in helping them help themselves. Includes pictures of various Co-op Month craft exhibits in Washington, D.C.

Taxation

How the Adjustable Revolving Fund Capital Plans Works. By Nelda Griffin. General Report 111, 1963. 8 pp.

Tells how the Internal Revenue Act of 1962 affects the adjustable revolving fund capital plan used by many farmer cooperatives. Evaluates adjustments necessary to change to an adjustable revolving fund capital plan and the advantages and disadvantages of this plan.

How the Revenue Act of 1962 Affects Farmer Cooperatives. By Raymond J. Mischler and David Volkin. General Report 105, 1962. 53 pp.

Discusses effects of Act on tax treatment of farmer cooperatives and patrons and tax reporting required. Presents section of law dealing with farmer cooperatives and Senate Report on this section.

Federal Income Taxes. Part II Legal Phases of Farmer Cooperatives. Information 69, 1970. 101 pp.

Revises and updates Federal income tax material in the 1958 edition of Legal Phases of Farmer Cooperatives (Bulletin 10, now outdated.) in light of recent legislation as well as numerous court decisions and revenue rulings.

Handling Net Margins Under the New Tax Law. By Raymond J. Mischler. Information 39, 1963. 12 pp.

Describes alternative methods farmer cooperatives can use in

conforming to requirements of Section 17, Internal Revenue Act of 1962. This section relates mainly to distribution of patronage refunds by farmer cooperatives.

Any Corporation Can Achieve a Tax Status Comparable to Cooperatives. By David Volkin. Reprint 332, 1966, 3 pp.

Provides information on the Federal income tax status of cooperatives and their patrons as guidelines to other corporations that may want to explore the cooperative methods of organization and operation. (Reprinted from October 1966 News for Farmer Cooperatives.)

Tax Laws Changed on Capital Retains. By David Volkin and D. Morrison Neely. Reprint 328, 1967. 4 pp.

Explains effect of 1966 changes in Federal Income tax law on marketing cooperatives that use per-unit retains from patrons to acquire capital. Suggests sample forms of consent agreements to be included in a cooperative's bylaws. (Reprinted from March 1967 News for Farmer Cooperatives.)

Management and Communications

Management

Manager Holds An Important Key To Co-op Success. By C. H. Kirkman, Jr. Information 74, 1970. Also in Spanish, 74-S. 12 pp.
Booklet-type publication which shows with illustrations how important a manager is to the success of a co-op.

Measuring Co-op Directors. By C. H. Kirkman, Jr. Information 73, 1970. Also in Spanish, 73-S. 12 pp.
Booklet-type publication which shows with illustrations how co-op members elect and keep co-op directors.

What Co-op Directors Do. By C. H. Kirkman, Jr. Information 71, 1970. Also in Spanish, 71-S. 12 pp.
Booklet-type publication which shows with illustrations the duties of co-op directors.

Recruiting, Training, and Developing Workers for Farmer Cooperatives. By Irwin W. Rust. Information 77, 1971. 98 pp.
Discusses the important factors in recruiting, training, and developing workers for cooperatives and lists sources of information and help.

Recognizing the Ideal Cooperative Director. By Irwin W. Rust. Educational Circular 26. 9 pp.
Identifies qualities of a good director and offers some guidelines for members to use in judging the potential of a nominee for this important position.

Using Cooperative Directors To Strengthen Member Relations. By Irwin W. Rust. Educational Circular 23, 1965. 8 pp.
Discusses directors as doers as well as planners who need to take part in various activities and communicate through various channels. Also gives another viewpoint—that directors should be merely planners.

Creating Training Programs for Cooperative Directors. By Irwin W. Rust. Educational Circular 22, 1965. 14 pp.

Points out that good directors are not born, they are made. Gives views on when training program should start and describes some programs. Purpose is to stimulate thinking rather than to solve specific problems.

Assuring Democratic Election of Cooperative Directors. By Irwin W. Rust. Educational Circular 21, 1965. 14 pp.

Describes the proper legal framework and well-informed membership a cooperative must have before electing directors democratically. Also tells who chooses the nominees, how they are selected, and ways to let members know qualifications of nominees.

Managing Farmer Cooperatives. By Kelsey B. Gardner. Educational Circular 17, 1963. 20 pp.

Identifies members of the management team—members, directors, and the manager—and tells what their duties and responsibilities are.

The Director's Role in Member Relations of a Cooperative. By Oscar R. LeBeau and Owen K. Hallberg. Educational Aid 6, 1964. 19 pp.

Contains a description of directors' services and is designed to be used as a flannelgraph presentation with cutouts illustrated in the text.

Methods and Policies Used in Making Patronage Refunds by Selected Farmer Cooperatives. By Donald R. Davidson. General Report 137, 1966. 22 pp.

Provides information to help members and patrons better understand patronage refunds made by cooperatives. Tells how 18 regional cooperatives handle their patronage refunds and explains problems involved.

Improving Management of Farmer Cooperatives. By Milton L. Manuel. General Report 120, 1964. 47 pp.

Discusses management from viewpoints of functions of planning, organizing, directing, and controlling and of people involved. Intended primarily for directors, managers, and other key employees of local cooperatives.

Employee Incentive Plans of Farmer Cooperatives—Case Studies. By Nelda Griffin. General Report 104, 1962. 151 pp.

Describes in detail the employee incentive programs of five farmer cooperatives. Includes actual plans in use, incentive payment plans, retirement plans, group insurance, and other fringe benefits.

Director Committees of Farmer Cooperatives. By Nelda Griffin, Helim H. Hulbert, and David Volkin. General Report 85, 1960. 25 pp.

Describes standing and special board committees; duties, responsibilities, authority, and size of committees; and committee meetings. Also evaluates special board committees.

Directors of Regional Farmer Cooperatives—Selection, Duties, Qualifications, Performance. By David Volkin, Nelda Griffin, and Helim H. Hulbert. General Report 83, 1960. 40 pp.

Describes directors' duties and responsibilities; discusses their experience, training, and compensation; and compares managers' and directors' performance ratings of the boards. Based on questionnaire completed by managers and a sample of directors of 112 regional cooperatives.

Bylaw Provisions for Selecting Directors of Major Regional Farmer Cooperatives. By Helim H. Hulbert, David Volkin, and Nelda Griffin. General Report 78, 1960. 40 pp.

Describes and also gives some examples of bylaw provisions used by 107 different cooperatives on the selection, qualification, and election of directors.

Management Training Among Farmer Cooperatives. By David Volkin and Nelda Griffin. General Report 65, 1959. 92 pp.

An inventory and appraisal of training programs of marketing and farm supply cooperatives in the United States. Shows types of training, types of officials receiving training, agencies sponsoring training, areas of training received and needed, and sources of training material.

Employee Incentive Plans in Farmer Cooperatives. By Nelda Griffin. General Report 62, 1959. 40 pp.

Provides information based on returns from 4,500 farmer cooperatives on types of employee incentive plans used, types and number of cooperatives using these plans, what employees are covered, and types of plans discontinued.

Extent of Traffic Management in Farmer Cooperatives. By Robert J. Byrne. Information 44, 1964. 8 pp.

Reports on results of preliminary survey of traffic management among farmer cooperatives. Shows most small and many large cooperatives do not have traffic management.

Providing Equitable Treatment for Large and Small Members. By Irwin W. Rust. Information 21, 1961. 15 pp.

Reviews comments by cooperative leaders on the best way to provide equitable treatment to members and includes some recommendations for cooperative management.

What Directors Expect of Managers. Reprint 337, 1967. 2 pp.

Tells what is required of a manager and gives examples of "good" manager with a "poor" board of directors, a "poor" manager with a "good" board, etc. Shows manager's responsibility to the board and the board's to the manager.

Let's Get More Mileage From Refunds. By Donald R. Davidson. Reprint 333, 1967. 3 pp.

Defines patronage refunds, discusses methods of computing them and procedures cooperatives use to distribute these refunds, and discusses problems and possibilities of refunds. (Reprinted from April 1967 News for Farmer Cooperatives.)

Director and Management Teamwork Means Cooperative Progress. By Melvin Sims. Reprint 254, 1963. 2 pp.

Examines the action and abilities necessary to build successful director-manager teamwork, make a strong organization, and insure cooperative progress. (Reprinted from March 1963 News for Farmer Cooperatives.)

Member and Public Relations

Communications

Communication and Training in Local Supply Cooperatives. By Roland Duckett and R. Lee Chambliss. Research Report 18, 1971. 30 pp.

A poll of 18 Virginia cooperative managers regarding cooperatives' response to communication and training needs of members.

Communications Vital to Cooperatives. By Beryle E. Stanton. Bulletin 1 Reprint 5. 16 pp.

Describes how communications in cooperatives developed from the simple and the casual to the complex and far-reaching systems of today. Discusses people to reach, communications methods used, and need for constant adjustments in communications activities.

Effective Information Devices for Cooperatives. By Irwin W. Rust. Educational Circular 29, 1966. 14 pp.

Presents ideas and suggestions of cooperative member relations and information workers concerning the effective use of various information devices in reaching members and the general public.

Should Cooperatives Tighten Membership Requirements? By Irwin W. Rust. Educational Circular 27, 1966. 9 pp.

Gives a sampling of thoughts by cooperative leaders as to whether or not membership requirements should become more strict. Discusses how such requirements might be tightened.

What Cooperative Members Should Know. By Irwin W. Rust. Educational Circular 24, 1965. 10 pp.

Points out that members should be well informed on the operations of the organization. Should be of special interest to cooperative management including boards of directors, and information and education staff members.

Exploring Communication Processes in a Farmer Cooperative—A Case Study. By James H. Copp and Irwin W. Rust. General Report 97, 1961. 32 pp.

Discusses four elements of the communications network within the cooperative and makes specific recommendation for improvement.

How Do Members Use a Co-op Paper? By Job K. Savage. General Report 30, 1957. 48 pp.

Presents the results of a survey on effectiveness of a cooperative membership publication as determined by readership and its impact on patrons.

Recruiting, Training, and Developing Workers for Farmer Cooperatives. By Irwin W. Rust. Information 77, 1971. 98 pp.

Discusses the important factors in recruiting, training, and developing workers for cooperatives and lists sources of information and help.

Making Your Membership Publication Do the Job. Information 13, 1960. 8 pp.

Contains suggestions designed to help smaller cooperatives prepare inexpensive membership publications or newsletters.

Employee Relations Need Careful Tilling. By Job K. Savage. Reprint 364, 1970. 2 pp.

Explains why these good relations are necessary and how to go about securing these successfully.

When Members Talk . . . By Oscar R. LeBeau and J. C. Eiland. Reprint 200. 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

Meetings

Organizing and Conducting Cooperatives' Annual Meetings. By French M. Hyre and Irwin W. Rust. Educational Circular 32, 1967. 60 pp.

Brings together many ideas proven practical in actual use. Most activities discussed are basic in building and maintaining sound membership understanding and good community relations.

"Mr. Chairman—" Information 6, 1957. 12 pp.

Reprint from the News for Farmer Cooperatives on parliamentary law, order of business, and what constitutes a quorum at a meeting.

Member Participation

Strengthening Cooperative Member Interest and Support. By Irwin W. Rust and Oscar R. LeBeau. Educational Circular 30, 1966. 12 pp.

Tells what some cooperatives are doing to keep their members interested and enthusiastic and to attract new members. Includes suggestions of cooperative leaders for strengthening member support.

What Cooperative Members Should Know. By Irwin W. Rust. Educational Circular 24, 1965. 10 pp.

Points out that members should be well informed on the operations of the organization. Should be of special interest to cooperative management, boards of directors, and information and education staff members.

Using Cooperative Directors To Strengthen Member Relations. By Irwin W. Rust. Educational Circular 23, 1965. 8 pp.

Discusses directors as doers as well as planners who need to take part in various activities and communicate through various channels. Also gives another viewpoint—that directors should be merely planners.

The Director's Role in Member Relations of a Cooperative. By Oscar R. LeBeau and Owen K. Hallberg. Educational Aid 6, 1964. 19 pp.

Contains a description of directors' services and is designed to be used as a flannelgraph presentation with cutouts illustrated in the text.

Membership Practices of Local Cooperatives. By Oscar R. LeBeau. General Report 81, 1960. 26 pp.

Discusses a variety of devices and practices that local farm supply and marketing cooperatives find useful in

maintaining good member relations. Based primarily on information supplied by 331 representative cooperatives.

Making Member Relations Succeed. By Irwin W. Rust. Information 32, 1963. 16 pp.

Describes change in cooperative-member relationships and methods used to achieve a closer relationship between cooperative and member. Tells why closer relationships are necessary.

Stepping Stones to Good Member Relations. By Luther E. Raper. Information 29, 1962. 28 pp.

Distills Mr. Raper's many years of experience as head of membership relations activities for Southern States Cooperative, Richmond, Va.

Suggested Steps for Improved Member Relations. By Oscar R. LeBeau. Information 12, 1960. 4 pp.

Reprint of an article from the News for Farmer Cooperatives on 15 ways to improve member relations in farmer cooperatives.

Does Your Cooperative Need Informed Patrons? By Ora Callahan. Reprint 292, 1965. 4 pp.

Gives information on how to fashion an educational program to increase interest among young farmers in their cooperatives. Results of a survey conducted in Indiana. (Reprinted from March 1965 News for Farmer Cooperatives.)

When Members Talk . . . By Oscar R. LeBeau and J. C. Eiland. Reprint 200, 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

Public Relations

Planned Public Relations—In Modern Cooperative Business. By Martin A. Abrahamsen. Information 10, 1959. 28 pp.

Discusses framework for public relations in farmer cooperatives. Examines fundamentals of public relations and various publics cooperatives deal with—local, State, and national groups.

Farmer Cooperatives and the Community. By John H. Heckman. Information 8, 1958. 12 pp.

Gives some general ideas on how farmer cooperatives can present a fair and positive picture of their operations to the general public, outlining in broad terms situations

cooperatives face and what they may do about them, pinpointing attitudes of some groups in the community, and then highlighting ways to work with these groups.

Communications Vital to Cooperatives. By Beryle E. Stanton. Bulletin 1 Reprint 5. 16 pp.

Describes how communications in cooperatives developed from the simple and the casual to the complex and far-reaching systems of today. Discusses people to reach, communications methods used, and need for constant adjustments in communications activities.

Youth and Young Farmers

Opportunities in the Co-op World—A Leader's Program for Youth. Information 80, 1971. 52 pp.

Basic information for youth on cooperatives and how they fit in the American enterprise system. Especially for youth groups.

Farmer Co-ops—What Are They? Information 59, 1968. 6-fold.

Briefly describes farmer cooperatives. Primarily an introduction for students and the public to what these farmer-owned businesses do.

Cooperatives in Agribusiness. Coordinated by Irwin W. Rust. Educational Circular 33, 1968. 60 pp.

Contains basic cooperative background. Produced for high schools and junior colleges. Explains what a cooperative is—organization, financing, and operation. Discusses various rural cooperatives and consumer effects. Touches on career opportunities.

Cooperatives and Their Business Neighbors. By C. H. Kirkman, Jr. Educational Aid 9, 1967.

Describes the three types of business in the American private enterprise system and cooperatives' relationships with their business neighbors.

Way Farmers Do Business. By Oscar R. LeBeau. Educational Aid 8, 1966. 12 pp.

Presents material for two team members to explain operations of individually owned businesses, partnerships, and corporations, including cooperatives.

Cooperatives in the American Private Enterprise System. By C. H. Kirkman. Educational Aid 5, Revised, 1968. 18 pp.

Contains an illustrated talk on the American private enterprise system, and shows how the American business system works, and its relationship to other activities in the community.

School-Related Activities of Farmer Cooperatives. By Oscar R. LeBeau. Information 17, 1961. 8 pp.

Develops value of cooperative educational activities; summarizes briefly pertinent research findings; and tells about developments in school-related activities of farmer cooperatives.

Can Cooperatives Serve Large Young Farmers In the Seventies? By Robert B. Child. Reprint 375, 1970. 12 pp.

Excerpts of comments from a few co-op executives to see what co-ops are doing and plan to do for the large, young farmer.

CPA Training Equals MS in Agribusiness. By O. H. Bowden. Reprint 345, 1967. 2 pp.

Tells how the orientation program of Cotton Producers Association of Atlanta, Ga., compares with a master's degree in agribusiness, and how the "graduates" of the program better serve CPA's members. (Reprinted from December 1967 News.)

Cooperatives' Future Rests on Youth Education. By Walter L. Patterson, Jr. Reprint 315, 1966. 2 pp.

Reports on what several cooperatives are doing in the way of youth education to build an image of leadership and concern for the agricultural economy and its future. (Reprinted from April 1966 News for Farmer Cooperatives.)

Given Half a Chance . . . By William Whyte, Reprint 276, 1964. 2 pp.

Describes a pilot project of three cooperatives and three high schools in Pennsylvania and the State department of Public Instructions to produce graduates in agribusiness. Points out other cooperatives may call on high schools for help in recruiting and training employees. (Reprinted from April 1964 News for Farmer Cooperatives.)

FGDA—And Youth Have Say. By Catherine E. Hardy. Reprint 261, 1963. 4 pp.

Describes the youth program of Farmers Grain Dealers Association of Iowa, Des Moines, and tells how the young people prepare for and compete in the co-op's annual public speaking contest. Gives highlights of the association's 49th annual convention. (Reprinted from May 1963 News for Farmer Cooperatives.)

Cooperatives in Other Countries

A Look at Agricultural Cooperatives in India. By Martin A. Abrahamsen. Circular 28, 1961. 43 pp.

A first-hand observation of operations of agricultural cooperatives in India.

La Coopérative Fédérée De Quebec—Integrated and Multipurpose Operations. By. L. B. Mann. General Report 80, 1960. 24 pp.

Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impact of integration on production practices, marketing methods, and contractual arrangements.

FAO Uses Co-op Package Programs. By Hakan Ryden. Reprint 359, 1968. 2 pp.

Describes projects FAO has embarked upon in its efforts to encourage and promote cooperative organizations all over the world and particularly in developing countries. (Reprinted from October 1968 News for Farmer Cooperatives.)

Cooperatives—Links in Progress Abroad. Reprint 326, 1966. 1 p.

Points out Food and Agriculture Organization of the United Nations promotes cooperation among peoples of its member countries and emphasizes need for still greater cooperation in many areas. (Reprinted from October 1966 News for Farmer Cooperatives.)

Word Cooperative—A World Rallying Point. Reprint 300, 1965. 35 pp.

Describes contributions cooperatives and their national organizations in this country are making to help the emerging countries develop sound cooperatives.

Transportation

Transportation Services Vital. By Robert J. Byrne. Bulletin 1, Reprint 7. 8 pp.

Gives history, status, and trends in transportation among cooperatives.

Motortrucks Operated by Farmer Cooperatives—Number, Type Operating Characteristics—January 1, 1967. By Thomas H. Camp and William M. Holroyd. Research Report 2, 1968. 22 pp.

Results of questionnaire sent to farmer cooperatives on FCS mailing list regarding cooperative use of motortrucks in transporting agricultural commodities and supplies.

Controlling Motortruck Operating Costs of Farmer Cooperatives. By Thomas H. Camp and W. R. Kriebel. Information 58, 1968. 29 pp.

Discusses guidelines for controlling co-op motortruck operating costs. Outlines information co-op managers can use in making decisions about performance both of personnel and equipment in a fleet of motortrucks.

Transportation Factors in Marketing Soybeans, Cottonseed, and Their Products, 16 Selected Cooperatives. By William H. Thompson. General Report 145, 1967. 36 pp.

Analyzes transportation costs of eight cooperative cottonseed and eight cooperative soybean mills during a 3-year period.

Motortruck Operating Costs of Farmer Cooperatives. By Thomas H. Camp. General Report 121, 1964. 16 pp.

Gives in detail motortruck operating costs of 20 farmer cooperatives. Discusses types of trucks used, miles traveled, and operating costs per mile.

Transportation and Handling of Seed by Regional Cooperatives in the Southeast. By Charlie B. Robbins. General Report 101, 1962. 36 pp.

Study of seed operations of 7 regional wholesale cooperatives serving 13 Southeastern States with suggestions for improving transportation, handling, and warehousing.

Filing Rail Grain Loss Claims. By Gene F. Miller. Information 61, 1968. 20 pp.

Explains how to file rail grain loss claims as well as who files and when they must file.

Safety-Checking Handling Practices To Reduce Livestock Losses. By Joseph E. Rickenbacker. Information 45, 1964. 18 pp.

Covers handling practices of sorting and assembling, loading, over-the-road transportation, unloading, yarding, and slaughter. Contains 26 tips for safe handling.

Extent of Traffic Management in Farmer Cooperatives. By Robert J. Byrne. Information 44, 1964. 8 pp.

Reports results of preliminary survey of traffic management among farmer cooperatives. Shows most small and many large cooperatives do not have traffic management. Concludes better management of transportation expenditures could help reduce cost.

Safety-Checking Livestock Trucking To Reduce Loss and Damage. By Joseph E. Rickenbacker. Information 33, 1963. 19 pp.

Discusses loss-associated conditions and practices in livestock trucking and tells how to correct them. Contains a list of check points to evaluate and improve livestock trucking.

Safety-Checking Livestock Handling Facilities. By Joseph E. Rickenbacker. Information 28, 1962. 15 pp.

Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.

Motortruck Leasing by Farmer Cooperatives. By William C. Bowser, Jr. Information 14, 1961. 16 pp.

Answers request from farmer cooperatives for information concerning various aspects of leasing versus outright purchases of motortrucks.

Losses in Transporting and Handling Grain by Selected Grain Marketing Cooperatives. By Joseph E. Rickenbacker and Wm. H. Thompson. Marketing Research Report 766, 1966. 66 pp.

Describes conditions in transporting grain that lead to loss and damage and outlines extent of such losses, their economic significance, and relationship to various transportation and handling factors.

Losses from Handling Sheep and Lambs. By Joseph E. Rickenbacker. Marketing Research Report 544, 1962. 28 pp.

Shows how handling facilities and practices in livestock industry cause damage to sheep and lambs or their death, and suggests ways to eliminate or reduce losses.

Causes of Losses in Trucking Livestock. By Joseph E. Rickenbacker. Marketing Research Report 261, 1958. 21 pp.

Covers in some detail results of observations of "loss-associated" conditions—overcrowding, light and shifting loads, improper bedding, lack of partitioning, horned animals in loads, and gates with open angle irons and certain handling abuses, which are some of the major reasons for livestock losses in transit.

Losses of Livestock in Transit in Midwestern and Western States. By Joseph E. Rickenbacker. Marketing Research Report 247, 1958. 40 pp.

Provides an estimate of the losses and analyzes some transportation factors which affect loss rates in shipping livestock.

Changing Transportation in Grain Marketing. By Robert J. Byrne. Reprint 372, 1970. 4 pp.

Tells of how much influence transportation has on when, where, and how grain is marketed. Reprinted from June 1970 News for Farmer Cooperatives.

Cooperative Marketing

General

The Cooperative Approach to Crafts. By William R. Seymour. Information 78, 1971. 30 pp.

Provides guidelines as well as important steps to be taken by those interested in developing a successful cooperative enterprise.

Changes In Market Organization and Practices of the Potato Industry—Hastings, Florida, 1958/68. By R. E. L. Greene. Research Report 15, 1970. 36 pp.

Compares industry data obtained for 1967/68 season with that of ten years earlier; evaluates improvements in that time and suggests further modifications in market organization and practices for improved results.

Increasing the Marketing Strength of Farmers. By J. Kenneth Samuels. Information 43, 1964. 22 pp.

Examines changes in producing and marketing food and fiber. Tells how farmers achieve market strength and use cooperatives to help improve their bargaining position.

A Decade of Growth for Cal Can. By Henry Schacht. Reprint 339, 1967. 7 pp.

Tells how a diversified, processing co-op came into being, how it has grown over the past decade since its origination, and how it serves growers. (Reprinted from the August 1967 News for Farmer Cooperatives.)

Today's Market: A Climate of Opportunity. By Robert N. Hampton. Reprint 338, 1967. 2 pp.

Discusses the need for group action to achieve a position of strength for farmers in the market. Gives highlights of the National Commission on Food Marketing recommendations as they pertain to cooperatives. (Reprinted from the July 1967 News for Farmer Cooperatives.)

Mississippi Cooperatives on the Move. By Beryle E. Stanton, B. L. Chastain, Bob Sharman, and Catherine E. Hardy. Reprint 321, 1966. 39 pp.

Reports on significant returns cooperatives bring to farmers in Mississippi. Covers operations of several cooperatives, local and regional, that process and market farm products, produce fertilizer, purchase supplies, or perform farm services. (Reprinted from June, July, August, and September 1966 News for Farmer Cooperatives.)

50 Years of Cooperative Progress Linked with USDA Research. By J. K. Samuels. Reprint 262, 1963. 4 pp.

Interweaves beginning and development of the Apple Growers Association, Hood River, Oreg., and the Farmer Cooperative Service, USDA. Describes cooperative legislation occurring during the period and accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

Cotton and Cottonseed

Potential for Reducing Cooperative Cotton Ginning Costs in Arkansas: Consolidation, Central Ginning, Vertical Coordination. By John D. Campbell, Research Report 17, 1971. 24 pp.

Shows growers in Arkansas potentials for reducing ginning costs as well as ways to increase their net returns from cotton, and a larger share of the textile market.

Reducing Cooperative Cotton Ginning Costs In Oklahoma: Three Suggested Ways. By John D. Campbell. Research Report 9, 1970. 35 pp.

Discusses costs of ginning in Oklahoma and nearby Texas counties, and suggests ways to reduce these costs.

Central Cotton Ginning—Comparative Costs, Use in Other Countries, and Potential Use in the United States. Research Report 4, 1968. 46 pp.

Explains that central ginning, widely used in foreign countries, has potential for reducing costs and improving services for growers in the U.S. Discusses the method, compares estimated costs, and tells what changes are necessary to adapt it to use in this country.

Growth of Cottonseed and Soybean Processing Cooperatives. By Elmer Perdue and Daniel H. McVey. Information 75, 1971. 92 pp.

This publication traces the history and development of cooperative oilseed processing plants.

Using Gin Machinery More Effectively. By Otis T. Weaver and Daniel H. McVey. Bulletin 7, 1955. 36 pp.

Analyzes relative efficiency of various methods of gin operations; gives major causes of lost time, volume, and revenue during peak ginning season for 23 Texas gins.

Cotton Cooperatives on the Plains of Texas: Services and Benefits. By Henry Bradford. Circular 33, 1966. 54 pp.

Analyzes the operations of four regional cotton cooperatives with headquarters in Texas and points up reasons for their success.

SWG—Southwestern Irrigated Cotton Growers Association, El Paso, Texas. By Otis T. Weaver, Circular 29, 1962. 65 pp.

Describes the early 1960 setup and operations of this association, and then reviews important history.

Oklahoma Cotton Cooperatives. By John D. Campbell. General Report 108, 1963. 11 pp.

Reviews organization and activities of three types of cotton cooperatives. Tells how these work closely together and provide growers with valuable processing and marketing services.

Farm Supply Operations of Cooperative Gins and Elevators in Texas. By John M. Bailey. General Report 92, 1961. 36 pp.

Furnishes results of a study of farm supply operations of 26 marketing cooperatives in Texas—18 cotton gins and 8 grain elevators. Also includes suggestions for successful farm supply operations.

Costs of Using Cotton Basket Storage Systems—California and Texas. By John D. Campbell. Marketing Research Report 736, 1965. 25 pp.

Determines approximate cost of using basket-storage systems. In addition, shows information on costs for selected volumes, factors that affect costs, and problems and prospects for basket storage.

Economics of Delinting Cottonseed to Low Residual Linters at Oil Mills. By Elmer J. Perdue and S. P. Clark. Marketing Research Report 720, 1965. 14 pp.

Analyzes costs of delinting second-cut or chemical grade linters and revenues to be expected from them.

Costs of Ginning Cotton by Cooperatives at Single-Gin and Two-Gin Plants, California and Texas, 1962. By John D. Campbell. Marketing Research Report 640, 1964. 31 pp.

Determines and compares costs of ginning cotton in single-gin and two-gin multiple plants at same location in California and Texas. Presents such costs to assist cotton growers planning expansion of gin facilities and to help gins improve their operating efficiency.

Power Expenses of Cotton Gins—by Types of Power—Arkansas, Oklahoma, Texas. By John D. Campbell. Marketing Research Report 520, 1962. 47 pp.

Compares expenses for equal amounts of gin power from different types of sources, and provides information on choosing most economical source.

Effects of Electric Rates on Power Expenses of Cotton Gins (Arkansas, Oklahoma, and Texas). By John D. Campbell. Marketing Research Report 470, 1961. 32 pp.

Presents effect of rate schedules on cost of electricity to cotton gins; explains how power companies measure electricity and the terms they use; and compares cost to gins under 32 rate schedules.

Controlling Protein Level of Meal Production at Cottonseed Oil Mills. By Elmer J. Perdue and J. Dale Peier. Marketing Research Report 437, 1960. 11 pp.

Compares press and meal room control methods as they relate to maintaining uniformity of meal production.

Baling Cotton at Gins—Practices and Costs, Flat-Standard—High Density Bales. By John D. Campbell and R. C. Soxman. Marketing Research Report 386, 1960. 48 pp.

Reports on performance and cost of flat, standard density, and high density cotton gin bale presses and bales.

Dairy Products

Cooperative Bargaining Developments in the Dairy Industry. By Ronald D. Knutson. Research Report 19, 1971. 52 pp.

Describes growth, development and effectiveness of dairy bargaining cooperatives from 1960-1970. Lists and analyzes requirements for effective bargaining.

Criteria for Evaluating Dairy Cooperatives. By Stanley F. Krause and Joseph M. Cowden. Bulletin 14, 1962. 42 pp.

Provides criteria for appraising dairy cooperatives to determine if they meet acceptable standards as cooperatives and will continue to do so. Includes basic legal provisions and discussion of principles and characteristics of farmer cooperatives.

Meeting Seasonal Problem of Dairy Cooperatives Through Education. By Stanley F. Krause. Bulletin 9, 1956. 42 pp.

Discusses the educational approach to the problem of leveling out seasonally the volume of milk delivered from farms. Useful in suggesting ideas for effective methods of informing members.

How Manufacturing Co-ops Market Grade A Milk. By Donald Davidson. Circular 26, 1960. 51 pp.

Reports on 124 dairy manufacturing cooperatives in Minnesota, Wisconsin, and Iowa marketing fluid milk, and advantages and disadvantages of adding Grade A operation. Includes detailed analyses of three selected concerns.

Cooperative Marketing of Nonfat Dry Milk to Commercial Outlets. By Earl B. Miller. General Report 129, 1965. 15 pp.

Reviews successes and problems of nonfat dry milk operations in 11 farmer cooperatives manufacturing one-third of total U.S. production and of 20 commercial firms representing the major types of users of nonfat dry milk.

Fruits and Vegetables

Changes in Market Organization and Practices of the Potato Industry-Hastings, Florida, 1958/68. By R. E. L. Greene. Research Report 15, 1970. 36 pp.

Compares industry data obtained for 1967/68 season with that of ten years earlier; evaluates improvements in that time and suggests further modifications in market organization and practices for improved results.

Shipment Specifications for Florida Fresh Citrus Fruit. By Fred Hulse and Phillip Brown. Research Report 6, 1969. 50 pp.

Tells how citrus cooperatives in Florida increased their sales activities substantially after affiliating with a coordinated sales organization.

Possibilities for Cooperative Procurement of Containers by Fruit and Vegetable Processing Cooperatives. By J. Warren Mather. General Report 146, 1967. 40 pp.

Analyzes and evaluates systems cooperatives use in purchasing, manufacturing, and transporting containers and packaging materials for fruits and vegetables and determines possible savings and improvement in services.

Pooling and Other Grower Payment Methods as Used by Local Fruit, Vegetable, and Tree Nut Cooperatives. By Clyde B. Markeson. General Report 67, 1959. 44 pp.

Provides data on types of grower payment methods used by local fruit, vegetable, and tree nut cooperatives; extent of their use; and factors associated with these methods that contribute to an effective and orderly marketing program.

Coordinated Marketing Programs of Selected Fruit and Vegetable Co-ops. By Richard Berberich. Marketing Research Report 826, 1968. 34 pp.

Describes developments, organizational characteristics, and operative methods of coordinated marketing. Shows how this method of marketing adds volume and cuts costs for cooperatives.

Pooling by Florida Citrus Cooperatives Following the 1962 Freeze. By Fred E. Hulse, H. G. Hamilton, and Julian R. Meiten. Marketing Research Report 764, 1966. 24 pp.

Describes how 27 local packinghouse associations in Florida maintained the dual standards of equal treatment and efficient operation after the 1962 freeze.

Marketing Virginia White Potatoes—Buyers' Preferences and Practices. By Harold J. Jolley and Frank W. Bell. Marketing Research Report 682, 1964. 45 pp.

Based on a study to develop information on general trends in the potato industry, and to find how buyers view the Virginia industry as compared with other areas.

Economic Aspects in Marketing Florida Avocados. By Clyde B. Markeson. Marketing Research Report 614, 1963. 52 pp.

Points out characteristics and trends of the industry and their effect on Florida shippers and growers. Evaluates attempts to improve marketing and suggests changes to correct weaknesses and to improve distribution of crops for better prices.

Economic Considerations in Marketing Sweetpotatoes From the Eastern Shore of Virginia. By Clyde B. Markeson, Frank W. Bell, and Leo F. Zimmerman. Marketing Research Report 487, 1961. 56 pp.

Includes a discussion of marketing practices in the sweetpotato industry on the Eastern Shore of Virginia and suggestions as to how these practices may be improved. Among the suggestions were to grade more sweetpotatoes to U.S. standards, consider marketing agreements and orders, and evaluate use of cooperatives to consolidate sales strength.

Analysis of Returns and Practices of Florida Fresh Citrus Sales Organizations. By Fred E. Hulse. Marketing Research Report 345, 1959. 88 pp.

Analyzes nature of the market for Florida fresh citrus fruit with respect to pricing policies and sales procedures. Also appraises the relationship between net returns to shippers and various factors which affect the sale of fruit and shows the combination of sales practices which produces that best net returns for shippers.

Procurement of Containers by Cooperative Fresh Fruit and Vegetable Packers. By J. Warren Mather. Research Report 3, 1968. 44 pp.

Discusses savings opportunities for cooperative packers of fresh fruit and vegetables if they buy or make containers and other packaging materials on a co-op basis.

Improving Farmers' Income Through Cooperative Bargaining. By Wendell M. McMillan. Information 41, 1963. 20 pp.

Defines cooperative bargaining and then discusses methods of bargaining power and growth of bargaining cooperatives generally. Covers fruit and vegetable bargaining cooperatives and effect of bargaining cooperatives on farmers' income.

Some Facts About Fruit and Vegetable Bargaining Co-ops. By Wendell M. McMillan. Information 11, 1959. 14 pp.

Outlines objectives, development, and procedures of fruit and vegetable cooperatives that bargain for contract prices and terms involved in the sale of members' crops to processors. Lists factors related to success.

Bargaining Cooperatives Look to the Future. By Walter M. Furbay. Reprint 316, 1966. 2 pp.

Reports on content of the 10th National Fruit and Vegetable Bargaining Conference in terms of climate: Government, legal, general, and export. (Reprinted from the April 1966 News for Farmer Cooperatives.)

50 Years of Cooperative Progress Linked With USDA Research. By J. K. Samuels. Reprint 262, 1963. 4 pp.

Interweaves beginning and development of Apple Growers Association, Hood River, Oreg., and Farmer Cooperative Service, USDA. Describes co-op legislation occurring during the period and accomplishments of both organizations. (Reprinted from July 1963 News for Farmer Cooperatives.)

Grain

Growth of Cottonseed and Soybean Processing Cooperatives. By Elmer Perdue and Daniel H. McVey. Information 75, 1971. 92 pp.

This publication traces the history and development of cooperative oilseed processing plants.

Changing Transportation In Grain Marketing. By Robert J. Byrne. Reprint 372, 1970. 4 pp.

Tells of how much influence transportation has on when, where, and how grain is marketed. (Reprinted from June 1970 News for Farmer Cooperatives.)

Grain Cooperatives. By Daniel H. McVey. Bulletin 1, Reprint 1. 24 pp.

Gives history, status, and trends among grain cooperatives.

Filing Rail Grain Loss Claims. By Gene F. Miller. Information 61, 1968. 20 pp.

Explains how to file rail grain loss claims as well as who files and when they must file.

Transportation Factors in Marketing Soybeans, Cottonseed, and Their Products, 16 Selected Cooperatives. By William H. Thompson, General Report 145, 1967.

Analyzes transportation costs of eight cooperative cottonseed and eight cooperative soybean mills during a 3-year period. Points out transportation factors that help determine the most favorable location for soybean and cottonseed processing and handling facilities.

Owning or Leasing Covered Hopper Cars by Farmer Cooperatives. By Thomas H. Camp and David Volkin. General Report 144, 1967. 25 pp.

Evaluates performance of covered hopper cars operated by five regional grain cooperatives and one regional farm supply cooperative in 1965 and discusses advantages and disadvantages of the cars.

Inventory Control and Valuation Practices of Local Cooperative Grain Elevators. By Richard M. Ackley. General Report 142, 1967. 16 pp.

Describes alternative methods of inventory control and valuation used by cooperatives in a 17-State grain producing area in the United States. Describes methods of pricing inventories and the part grain shrinkage plays in these inventories.

Farm Supply Operations of Cooperative Gins and Elevators in Texas. By John M. Bailey. General Report 92, 1961. 36 pp.

Furnishes results of a study of farm supply operations of 26 marketing cooperatives in Texas—18 cotton gins and 8 grain elevators. Also includes suggestions for successful farm supply operations.

What Influences Off-Farm Grain Sales in Missouri? By Francis P. Yager. General Report 91, 1961. 24 pp.

Based on a survey of four Missouri areas, discusses factors affecting off-farm grain movement and what farmers and elevator operators consider important in selecting a grain buyer.

Pendleton Grain Growers—An integrated Cooperative. By Beryle Stanton. General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Cooperative Country Elevators in Montana. by Francis P. Yager. General Report 64, 1959. 28 pp.

Shows characteristics of Montana elevators, their receipts and sales, methods of transportation used, storage capacity, turnover, services rendered, number of employees, and salaries paid. Among other highlights, this report shows 97 percent of grain purchased moved by rail and that many country elevators had added sidelines to balance out their year-round operations.

Losses in Transporting and Handling Grain by Selected Grain Marketing Cooperatives. By Joseph E. Rickenbacker and Wm. H. Thompson. Marketing Research Report 766, 1966. 66 pp.

Describes conditions in transporting grain that lead to loss and damage and outlines extent of such losses, their economic significance, and relationship to various transportation and handling factors.

Economics of Flat Grain Storage Facilities in Kansas. By W. Robert Summitt and L. Orlo Sorenson. Marketing Research Report 685, 1964. 23 pp.

Results of a study of grain storage facilities in Kansas. Gives advantages and disadvantages of this type facility.

Economics of Grain Drying At Kansas Local Elevators. By J. C. Eiland and L. Orlo Sorenson (in cooperation with Kansas State University). Marketing Research Report 449, 1961. 64 pp.

Reports on grain drying operations at 10 Kansas local elevators and analyzes their direct drying and shrinkage costs for the period from August 1957 through July 1958. This report develops and analyzes budgeted direct drying costs for four sizes and types of dryers.

When Members Talk . . . By Oscar R. LeBeau and J. C. Eiland. Reprint 200, 1960. 4 pp.

Summarizes comments made by representative members of eight local grain elevators on the membership relations of their cooperatives. (Reprinted from December 1960 News for Farmer Cooperatives.)

Livestock and Wool

Livestock Cooperatives In the Southeast. By John T. Haas. Research Report 13, 1970. 32 pp.

Reports on extent of livestock production, marketing, and meat processing activities carried on by cooperatives in 12 Southeastern States.

Wool Pools—Organization, Practices, Services, and Problems. By Dale W. Wilson. General Report 127, 1965. 54 pp.

Assesses the many problems of wool pooling and recommends ways of organizing as well as improving the organization, practices, and services of grower groups. Of use to wool growers who market through pools.

Livestock Marketing Cooperatives in California—Their Progress, Policies, and Operating Methods. By R. L. Fox. General Report 98, 1961. 72 pp.

Gives a description of present markets and methods in the State, and the changes taking place in the marketing structure, and tells how livestock cooperatives can best meet producers' needs under today's economic conditions. Also evaluates a number of courses of actions producers could take.

A Livestock Market Is Born. By C. G. Randell. General Report 96, 1961. 36 pp.

Shows how Equity Cooperative Livestock Sales Association, Milwaukee, Wis., developed its Johnson City Auction. Gives a step by step description and analysis of the building of this market from inception to its opening for business. Discusses market promotion and financing plans, building and opening the market, and the benefits and advantages to farmers and packers.

Farmer Meat Packing Enterprises in the United States. By R. L. Fox. General Report 29, 1957. 21 pp.

Examines the role of frozen food locker plants in the meat packing business and the future possibilities and need for cooperative meat processing. Also discusses plants that are no longer operating and the reasons for their failure.

Cooperative Feedlots for Cattle in the Southeast. Information 56, 1957. 4-fold.

Describes how a cooperative feedlot works and how it can help the farmer.

Safety-Checking Handling Practices To Reduce Livestock Losses. By Joseph E. Rickenbacker. Information 45, 1964. 18 pp.

Covers handling practices of sorting and assembling, loading, over-the-road transportation, unloading, yarding, and slaughter. Contains 26 tips for safe handling.

Safety-Checking Livestock Trucking To Reduce Loss and Damage. By Joseph E. Rickenbacker. Information 33, 1963. 19 pp.

Discusses loss-associated conditions and practices in livestock trucking and tells how to correct them. Contains a list of check points to evaluate and improve livestock trucking.

Safety-Checking Livestock Handling Facilities. By Joseph E. Rickenbacker. Information 28, 1962. 15 pp.

Suggests ways to evaluate livestock handling facilities and things to look for in a safety check.

Recent Developments in Farmer Cooperative Meat Packing and Processing. By R. L. Fox. Information 18, 1961. 19 pp.

Gives background on growth of cooperative meat packing and processing, and includes some "watch points" any group of farmers need to consider before getting into this type of business.

Veal Calf Pooling—Improved Marketing Through Grading and Commingling. By John T. Haas. Marketing Research Report 615, 1963. 52 pp.

Discusses in detail the operating procedures of marketing agencies in Kentucky, Ohio, Tennessee, Virginia, and West Virginia. Concludes other areas might find veal calf pooling worthwhile.

Feeder Pig Pooling. By Ira M. Stevens and John T. Haas. Marketing Research Report 566, 1962. 59 pp.

Includes general data on feeder pig pooling in the United States. Contains a detailed discussion of operations of 45 sales agencies in Georgia, Kentucky, Missouri, Ohio, Tennessee, and Virginia.

Wool Gathering—and Marketing—by North Central. By Beryle Stanton. Reprint 330, 1967. 4 pp.

Discusses the operations and history of North Central Wool Marketing Corporation, Minneapolis, Minn., a federated cooperative serving four separate State wool growers associations.

Poultry and Eggs

Poultry and Egg Cooperatives. By John J. Scanlan. Bulletin 1, Reprint 8. 23 pp.

Gives history, status, and trends among poultry and egg cooperatives.

Collective Bargaining for Poultry Feed Prices—California. By D. B. DeLoach and J. A. Maetzold. General Report 141, 1967. 37 pp.

Describes and analyzes development, present structure, operating practices, and accomplishments of feed bargaining groups and associations in California.

Why Egg Handling Costs Vary. By Harry E. Ratcliffe. Marketing Research Report 552, 1962. 74 pp.

Shows by individual operations how egg handling costs and labor output varied among cooperatives. Then shows how costs can be reduced by handling larger volumes, using labor saving equipment, more efficient use of labor, and by other means.

Norbest's Tender Timer In Time for Thanksgiving. By Winston Ullman. Reprint 342, 1967. 1 p.

Describes an automatic "doneness" indicator, another innovation of Norbest Turkey Growers Association, in its search for changes or improvements that will benefit its members and the consuming public. (Reprinted from the November 1967 News)

Special Crops

Forest

Identifying the Need for Forestry Associations. By Clyde B. Markeson. Educational Circular 20, 1965. 6 pp.

Provides a guide for State Forestry-based Cooperative Advisory Groups, State Technical Action Panels, and others to use in helping form associations of woodland owners or primary processors of forest products. Outlines steps involved and important things to consider in organizing a cooperative.

20 Years' Progress of Au Sable Forest Products Association. By Eliot W. Zimmerman and Clyde B. Markeson. Information 35, 1963. 29 pp.

Discusses history and organization features of the cooperative and appraises its accomplishments. Includes some fundamental principles needed to successfully operate timber marketing associations.

Forest Owners, Inc., Markets and Manages. By Beryle Stanton. Reprint 318, 1966. 4 pp.

Describes the operations of Forest Owners, Inc., Yazoo City, Miss. This cooperative provides a two-way service—giving woods good care in the management stage and marketing products as effectively as possible. (Reprinted from the June 1966 News for Farmer Cooperatives.)

Opportunities Probed for Forestry-Based Associations. By Clyde B. Markeson. Reprint 302, 1965. 4 pp.

Resume of conference of State Forestry-Based Cooperative Advisory Groups at Princeton, W. Va. Gives potentials and possibilities for such associations. (Reprinted from July 1965 News for Farmer Cooperatives.)

Rice

Costs of Drying and Storing Rough Rice in Louisiana and Texas. By Clyde B. Markeson, Harlon Traylor, and Carter Price. Marketing Research Report 799, 1967. 43 pp.

Reports on experiences of rough rice drying and storage facilities in three marketing seasons to discover reasons for lower operating costs of some driers.

Purchasing

General

Mississippi Cooperatives on the Move. By Beryle E. Stanton, B. L. Chastain, Bob Sharman, and Catherine E. Hardy. Reprint 321, 1966. 39 pp.

Reports on significant returns cooperatives bring to farmers in Mississippi. Covers operations of several cooperatives, local and regional, that process or market farm products, produce fertilizer, purchase supplies, or perform farm services. (Reprinted from June, July, Aug. and Sept. 1966 News for Farmer Cooperatives.)

Farm Services

General

Service Cooperatives. By French M. Hyre. Bulletin 1, Reprint 9, 29 pp.

Gives history, status, and trends among service co-ops.

Credit Unions

Your Rural Credit Union. By Earl B. Miller. Information 76, 1971. 14 pp.

Simply tells and shows what a credit union is, how it operates and what interested people can do when they want to set up a credit union.

Rural Credit Unions of the United States. By William F. Woods. General Report 131, 1965. 11 pp.

Contains information on 670 credit unions in the United States, that operate in 46 out of the 50 States.

Rural Credit Unions in Nine Midwestern and Great Plains States. By Arthur H. Pursell. General Report 94, 1961. 28 pp.

Summarizes briefly the methods by which Consumers Cooperative Association (now Farmland Industries), Kansas City, Mo., helped its member associations organize rural credit unions and examines results.

The Romney Federal Credit Union and Its Contributions to the Community. By James A. Black. Information 42, 1963. 12 pp.

Describes growth and activities of this West Virginia credit union and points out contributions to community.

The Rural Credit Union—A Place To Save and Borrow. By Arthur H. Pursell. Information 20, 1961. 4-fold.

Describes objectives and programs of rural credit unions and tells where to obtain help in organizing a credit union.

Keys to Effective Rural Credit Unions. By Arthur H. Pursell. Information 19, 1961. 15 pp.

Summarizes methods or techniques used by credit union leaders in building successful programs.

Insurance

Retirement Plans of Farmer Cooperatives. By French M. Hyre. Circular 21, 1957. 17 pp.

Discusses various types of retirement plans and their provisions that farmer cooperatives are currently using.

Frozen Food Locker Plants

Changes In Production and Performance of Frozen Food Locker Cooperatives With and Without Slaughtering Facilities. By Richard P. Parsons. Research Report 14, 1970.

Gives findings from a survey of 20 large and small frozen food locker cooperatives and evaluates effect of slaughtering facilities as part of their operations.

Changing Productivity and Efficiency of Frozen Food Locker Cooperatives. By Richard P. Parsons. General Report 147, 1967. 20 pp.

Discusses changes in operation made by a group of cooperatives and effects of these changes on the performance of the cooperatives. Also examines characteristics associated with a group of cooperatives that discontinued operations.

An Appraisal of Frozen Food Locker and Freezer Provisioning Cooperatives, 1965. By William R. Seymour and Bert D. Miner. General Report 139, 1967. 11 pp.

Presents information on developments, sales, processing, size, merchandising, problems, and opportunities of frozen food locker and freezer provisioning co-ops.

Credit—An Aid to Freezer Provisioners. By Bert D. Miner. Information 27, 1962. 10 pp.

Explores influence of credit upon business volume of frozen food locker and freezer provisioning firms. Discusses characteristics of firms that extend credit.

Business Management of Frozen Food Locker and Related Plants. By James J. Mullen and Lloyd M. DeBoer. Marketing Research Report 258, 1958. 93 pp.

Identifies major elements of successful frozen food locker plant operation, evaluates present performance in selected companies, and provides a point of departure for management development in the industry.

Management Accounting for Frozen Food Locker and Related Plants. By Robert L. Dickens. Agriculture Handbook 220, 1961. 117 pp.

Develops accounting procedures and techniques that will provide departmental cost information needed to properly manage small- and medium-size businesses.

Farm Supplies

General

Supply Cooperatives. By J. Warren Mather and Staff. Bulletin 1, Reprint 2. 52 pp.

Gives history, status, and trends among farm supply co-operatives.

Communication and Training in Local Supply Cooperatives. By Roland Duckett and R. Lee Chambliss. Research Report 18, 1971. 00 pp.

A poll of 18 Virginia cooperative managers regarding cooperatives' response to communication and training needs of members.

A Supply Cooperative—As Farmers See It. By Raymond L. Simms and R. Lee Chambliss, Jr. Research Report 12, 1970. 8 pp.

Responses of a group of farmers in Augusta County, Va., selected at random, indicating that supply cooperatives in the county are meeting the needs of their patrons.

Results and Methods of Four Mergers by Local Supply Co-ops. By James E. Haskell. Research Report 8, 1970. 46 pp.

Presents results of a study of four mergers and a description of each. Tells both advantages and disadvantages, plus problems encountered in the mergers.

Procurement of Containers by Cooperative Fresh Fruit and Vegetable Packers. By J. Warren Mather. Research Report 3, 1968. 44 pp.

Discusses savings opportunities for cooperative packers of fresh fruit and vegetables if they buy or make containers and other packaging materials on a co-op basis.

Possibilities for Cooperative Procurement of Containers by Fruit and Vegetable Processing Cooperatives. By J. Warren Mather. General Report 146, 1967. 40 pp.

Analyzes and evaluates systems cooperatives use in purchasing, manufacturing, and transporting containers and packaging materials for fruits and vegetables and determines possible savings and improvement in services.

Handbook on Major Regional Cooperatives Handling Supplies, 1964 & 1965. By J. Warren Mather. General Report 140, 1967. 78 pp.

Reports on organizational structure, types of services, volume, net savings and financial condition of each of 21 major regionals.

Operations of Local Feed and Supply Bargaining Cooperatives in Illinois, 1959-64. By R. J. Mutti and L. J. McGinnis. General Report 136, 1966. 40 pp.

Based on an analysis of information received in interviews with 37 members selected at random from 12 local nonstock bargaining cooperatives operating in Illinois in 1963 and 1964.

Farm Supply Operations of Cooperative Gins and Elevators in Texas. By John M. Bailey. General Report 92, 1961. 36 pp.

Furnishes the results of a study of the farm supply operations of 26 marketing cooperatives in Texas—18 cotton gins and 8 grain elevators. Also includes some suggestions for successful farm supply operations.

La Coopérative Fédérée De Québec—Integrated and Multipurpose Operations. By L. B. Mann. General Report 80, 1960. 24 pp.

Case study on how a Canadian federated cooperative has added new services and integrated its operations with great success. Discusses the impact of integration on production practices, marketing methods, and contractual arrangements.

Pendleton Grain Growers—An Integrated Cooperative. By Beryle Stanton. General Report 79, 1960. 64 pp.

Reports on the integrated and diversified activities of an Oregon cooperative. Describes how this association has broadened its services as its members' needs required and how it is helping them adjust their agriculture to the changing times.

Guidelines for Cooperative Alfalfa Dehydrating Plants. By Charles E. Reed. Information 68, 1970. 48 pp.

Gives guidelines for those interested in dehydrating alfalfa as a feed ingredient and feed supplement.

Adjusting Farm Supply Cooperatives to Member Needs in the 1970's. By Martin A. Abrahamsen. Information 47, 1965. 12 pp.

Considers the far-reaching adjustments in the operations of farm supply cooperative operations that will be needed in providing members with farm supplies in the 1970's.

Agway Has a Systems Approach to Chores. By Ronald N. Goddard. Reprint 378, 1970. 2 pp.

Discusses the newest program of Agway Inc. developed to step up mechanization of farm chores.

Credit and Inventory

Inventory Control and Valuation Practices of Local Cooperative Grain Elevators. By Richard M. Ackley. General Report 142, 1967. 16 pp.

Describes alternative methods of inventory control and valuation used by cooperatives in a 17-State grain producing area in the United States. Describes methods of pricing inventories and the part grain shrinkage plays in these inventories.

Feed

Operations of Local Feed and Supply Bargaining Cooperatives in Illinois, 1959-64. By R. J. Mutti and L. J. McGinnis. General Report 136, 1966. 10 pp.

Based on analysis of information received in interviews with 37 members selected at random from 12 local cooperative nonstock bargaining associations operating in Illinois in 1963 and 1964.

Mobile Feed Milling by Cooperatives in the Northeast. By T. R. Eichers and A. J. Hangas. General Report 99, 1961. 36 pp.

Determines practices and policies of mobile mill operations; determines costs and returns of these operations; and compares efficiency of the different methods of operating mobile feed mills.

Fertilizer

Cooperative Bulk Fertilizer Blending in the Midwest. By Theodore R. Eichers. General Report 122, 1964. 40 pp.

Describes 13 bulk fertilizer blending plants operated by Farmers Union Central Exchange, Inc., St. Paul, Minn., and Midland Cooperatives, Inc., Minneapolis, Minn. Activities include sampling and analyzing farmers' soil, recommending proper fertilizer, mixing proper rations, and spreading on field.

Liquid Fertilizer Distribution by Local Cooperatives in the Pacific Northwest. By B. H. Pentecost. General Report 95, 1961. 32 pp.

Describes liquid fertilizer distribution of 17 local cooperatives affiliated with Pacific Supply Cooperative, Walla Walla, Wash. Also discusses new developments in liquid fertilizer distribution.

Liquid Nitrogen Distribution by Local Cooperatives in Nebraska and Kansas. By B. H. Pentecost. General Report 82, 1960. 34 pp.

Discusses operating practices and policies of 17 local farm supply cooperatives that distribute liquid nitrogen fertilizers; and provides information on type, size, cost, adequacy of facilities and equipment used, and problems encountered with suggestions for improving the distribution service to farmers.

Mississippi Cooperatives on the Move. By Beryle E. Stanton, B. L. Chastain, Bob Sharman, and Catherine E. Hardy. Reprint 321, 1966. 39 pp.

Reports on significant returns cooperatives bring to farmers in Mississippi. Covers operations of several cooperatives, local and regional, that process and market farm products, produce fertilizer, purchase supplies, or perform farm services. (Reprinted from June, July, August, and September 1966 News for Farmer Cooperatives.)

Machinery

Mississippi Farmers Helping Themselves With Machinery Cooperative. By Harmon O. Alley. Reprint 312, 1966. 1 p.

Tells of efforts of small farmers in Mississippi to make a comeback by forming a cooperative and obtaining funds through Farmers Home Administration. (Reprinted from February 1966 News for Farmer Cooperatives.)

Pesticide

Liquid Pesticide—Formulation and Distribution by Two Southern Cooperatives. By Theodore R. Eichers. General Report 126, 1965. 12 pp.

Reviews the liquid pesticide operations of two cooperatives in the South to provide information useful to cooperative management in establishing or improving liquid pesticide operations.

Seed

Transportation and Handling of Seed by Regional Cooperatives in the Southeast. By Charlie B. Robbins. General Report 101, 1962. 30 pp.

A study of the seed operations of 7 regional wholesale cooperatives serving 13 Southeastern States with suggestions for improving transportation, handling, and warehousing.

Films and Slide Sets on Farmer Cooperatives

Films

These 16 mm. films are available from the sources indicated.

An "A" for the BC Way (color, sound, 22 min.)

Produced by the Banks for Cooperatives, Farm Credit Administration. The story of modern farmer cooperatives, told in an interesting, easy-to-understand manner. A Future Farmers of America student presents a term report to his highly critical social science class, covering the "what" and "why" of farmer cooperatives—as the script observes, "from minks to mushrooms to radish seeds." And, as the title of the film implies, he gets an excellent mark for this efforts. Released 1966.¹

Credit, A Capital Idea (color, sound, 13½ min.)

In this fully-animated film, a modern farmer is transformed into a cartoon character—a big game hunter who goes on safari in search of profits. Tips on the use of credit profitably is the design of this film. While primarily directed at the wise use of credit in agriculture, its principles are applicable to borrowing in other businesses and to personal finances.¹

Farmer Cooperatives Today (color, sound, 20 min.)

Produced by Farmer Cooperative Service. This film tells what farmer cooperatives are, the jobs their members call on them to do, and how they do them. Outlines types of cooperatives farmers have set up and the kinds of business services they perform. Released 1956.²

¹ Available from Director of Information of the Farm Credit Banks serving your area. See list on page 58.

² Available from Farmer Cooperative Service, or Motion Picture Service, both at U.S. Department of Agriculture, Washington, D.C. 20250.

Handling Livestock Safely (color, sound, 10 min.)

Produced by Farmer Cooperative Service. Shows how safe handling of livestock in feedlots, stockyards, and in transit can reduce livestock losses from bruising and other injuries. Release 1965.²

It's the Farmer's Business (color, sound, 14½ min.)

Produced by Farmer Cooperative Service and the Banks for Cooperatives. This movie shows how farmers use cooperative businesses to get quality products to consumers and shows some well-known co-op brands; it pictures how cooperative supplies and services help farmers produce more efficiently; and it relates how the Banks for Cooperatives and Farm Credit Administration have helped. The film was part of the USDA centennial movie series. Released 1962.^{1,2}

Plant for the Future (color, sound, 11 min.)

Produced by Farmer Cooperative Service and the Office of Rural Areas Development. Through the eyes of the editor of the local newspaper, this film tells how a group of growers in the Morrison's Cove area of Pennsylvania formed a cooperative to grade and pack fresh apples for today's demanding markets. It was financed by grower investments, and loans from local people, area banks, local and State industrial development authorities, and the Area Development Administration of the U.S. Department of Commerce. USDA's RAD Program also helped the cooperative get started. Released 1963.²

This Is Livestock Pooling (color, sound, approx. 5 min.)

Produced by Farmer Cooperative Service. Explains how livestock pooling is carried on at markets. It also points out its most important advantages for producer, market agency, and buyer. Released 1965.²

A Working Forest (color, sound, 18 min.)

Produced by Forest Service and Farmer Cooperative Service. Explains the Department of Agriculture's role in helping form cooperatives. For use in connection with training or educational programs involving cooperatives.

¹ Available from Director of Information of the Farm Credit Banks serving your area.

² Available from Farmer Cooperative Service, or Motion Picture Service, both at U.S. Department of Agriculture, Washington, D.C. 20250.

Addresses of Farm Credit Banks
Directors of Information From Whom Films May
Be Obtained With States Served by Each

- Farm Credit Banks of Springfield, 310 State Street, Springfield, Mass. 01101, serves: Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, and Vermont.
- Farm Credit Banks of Baltimore, St. Paul and 24th Streets, Baltimore, Md. 21203, serves: Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, West Virginia, and Puerto Rico.
- Farm Credit Banks of Columbia, Box 1499, Columbia, S.C. 29202, serves: Florida, Georgia, North Carolina, and South Carolina.
- Farm Credit Banks of Louisville, 224 East Broadway, Louisville, Ky. 40201, serves: Indiana, Kentucky, Ohio, and Tennessee.
- Farm Credit Banks of New Orleans, 860 St. Charles Avenue, New Orleans, La. 70150, serves: Alabama, Louisiana, and Mississippi.
- Farm Credit Banks of St. Louis, Box 504, St. Louis, Mo. 63166, serves: Arkansas, Illinois, and Missouri.
- Farm Credit Banks of St. Paul, 346 Jackson Street, St. Paul, Minn. 55101, serves: Michigan, Minnesota, North Dakota, and Wisconsin.
- Farm Credit Banks of Omaha, Box 1229, Omaha, Nebr. 68101, serves: Iowa, Nebraska, South Dakota, and Wyoming.
- Farm Credit Banks of Wichita, Douglas Avenue and Main Street, Wichita, Kans. 67202, serves: Colorado, Kansas, New Mexico, and Oklahoma.
- Farm Credit Banks of Houston, Box 1424, Houston, Tex. 77001, serves: Texas.
- Farm Credit Banks of Berkeley, Box 525, Berkeley, Calif. 94701, serves: Arizona, California, Hawaii, Nevada, and Utah.
- Farm Credit Banks of Spokane, North 214 Wall Street, Spokane, Wash. 99201, serves: Alaska, Idaho, Montana, Oregon, and Washington.

Slide Series

All the slide sets can be purchased through Photography Division, Office of Information, U.S. Department of Agriculture, Wash., D.C. 20250

Prices vary from year to year, depending on each year's contracts. Price quotations can be obtained from the Office of Information.

What Makes a Cooperative. Prepared by Farmer Cooperative Service. 1970.

Combines the words and drawings in a series of publications on the basics of cooperatives. Can be used as a complete package presentation or as 5 separate presentations.

- I. What Are Cooperatives (Information 67)
- II. What Co-op Directors Do (Information 71)
- III. Members Make Co-ops Go (Information 72)
- IV. Measuring Co-op Directors (Information 73)
- V. Manager Holds An Important Key to Co-op Success (Information 74)

Co-ops for Rural Areas. Prepared by Farmer Cooperative Service. 1968. 10 pp.

Contains script and illustrations used in slide series. Illustrates what a co-op is, different kinds for rural communities, and what's required for success. Also useful for teachers in discussing basic co-op principles.

Cooperative Action—The Why and the Way. Prepared by Farmer Cooperative Service. 1966. 12 pp. Also film strip.

Contains a script to use with slide series that outlines reasons for forming a farmer cooperative and briefly explains how to start and operate a cooperative. Prepared for use at educational meetings.

